

## Message Text

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PAGE 01 BELGRA 07299 111242Z

53

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 111013Z NOV 76

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 8654

USDOC WASHDC

INFO AMEMBASSY ATHENS

AMEMBASSY ROME

AMCONSUL ZAGREB

LIMITED OFFICIAL USE BELGRADE 7299

EO 11652: NA

TAGS: BEXP YO IT GR

SUBJ: AVIONICS GROUND SUPPORT TECHNICAL SALES SEMINAR

REF: (A) USDOC 19289, (B) BELGRADE 6912, (C) STATE 274037

1. WE APPRECIATE USDOC ACTION ON POSSIBLE RESCHEDULING OF TSS. IN DISCUSSIONS NOV 9 WITH REPRESENTATIVES OF AIR TRAFFIC CONTROL SECTION OF CIVIL AVIATION DIRECTORATE, THEY MENTIONED THAT THEIR SCHEDULES FOR PURCHASING MORE SOPHISTICATED EQUIPMENT HAVE SLIPPED BACKWARD. WE STILL FEEL THAT TIME IS IMPORTANT, BUT WOULD NOW DEFER TO PROBLEMS FACED BY ATHENS, ROME AND USDOC IN SCHEDULING SEMINAR, AS LONG AS DATES DO NOT GO BEYOND FIRST WEEK IN FEBRUARY.

2. NEWS OF AVAILABILITY OF APPROXIMATELY DOLLARS 70 MILLION IN FOREIGN EXCHANGE FOR AVIONICS PURCHASES IN THE NEXT FIVE YEARS IS GETTING AROUND INDUSTRY CIRCLES.

A. SPERRY UNIVAC GAVE PRESENTATION HERE FOR CIVAIR OFFICIALS NOV 9 ON THEIR ARTS SYSTEM AND WERE TENTATIVELY RECRUITTED BY TSS OFFICER FOR SEMINAR. SUGGEST USDOC PROCUREMENT OFFICER PLAY ON THEME OF FOLLOW-UP APPEARANCES IN YUGOSLAV MARKET THROUGH GARY L. HUMFELT, MANAGER, INTERNATIONAL MARKETING, INTERNATIONAL SYSTEMS DIVISION, SPERRY-UNIVAC, ST. PAUL, MINN. TEL: (612) 456-2222.

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INITIAL CONTACT ALREADY MADE WITH HUMFELT HERE.

B. WESTINGHOUSE REPRESENTATIVES PHILLIPS AND BRADLEY  
WILL VISIT YUGOSLAV CIVAIR AUTHORITIES NOV 17. (REFTEL  
C) WESTINGHOUSE MAY ALSO BE GOOD TSS PARTICIPANT AND WE  
WILL MAKE APPROACH HERE UNLESS ADVISED OTHERWISE.

3. BECAUSE OF GOOD LOCAL RECEPTION AND COOPERATION DURING  
ENERGY SYSTEMS SEMINAR, WE ARE EAGER THAT US-YUGOSLAV  
TRADE COUNCIL AND ITS LOCAL COUNTERPART  
BE DESIGNATED AS SPONSORING BODIES FOR AVIONICS  
TSS. REQUEST USDOC MAKE THIS INITIAL CONTACT THROUGH N.Y.  
OFFICE USYTC (WALKER).

4. WE CAN HANDLE PYWNTING REQUIREMENTS AS OUTLINED PARA 2  
REFTEL A IF EARLY DECEMBER SCHEDULE IS MET STRICTLY.

5. PRELIMINARY BUDGET NOW BEING WORKED OUT AND ESTIMATES  
WILL FOLLOW.

6. TSS OFFICER IS RAYMOND B. LOMBARDI (HOME TEL 647-256)  
WHO LOOKS FORWARD TO WORKING AGAIN WITH BRAD TYRELL.  
SWEITZER

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decapton Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** coburnhl  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Previous Handling Restrictions:** n/a  
**Reference:** 76 BELGRADE 6912, 76 STATE 274037  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** coburnhl  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 03 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <03 MAY 2004 by buchant0>; APPROVED <17 AUG 2004 by coburnhl>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** AVIONICS GROUND SUPPORT TECHNICAL SALES SEMINAR  
**TAGS:** BEXP, YO, IT, GR  
**To:** STATE COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006